

AFIX Decision-makers' Workshop: Session 5 Trainer Notes

Conclusion and Discussion

Session Guidelines

Ideally this session will end with a list of clear actions to take to set up an IXP, and people taking responsibility for those actions. Try to guide the discussion in the direction of concrete action, especially towards the end of the hour.

To start with, present the results of the snap survey which you should have collated during the previous session. A basic spreadsheet has been provided to help with this; you may wish to use the following table as a guideline.

Survey Question	Actions
As far as you are aware, how many ISPs does your country have?	Note most common response & variations – in a file for projection or on whiteboard.
Do you think your country could benefit from an IXP?	Count yes answers (coded into spreadsheet); compare to total.
If yes, what are the major reasons (tick all that apply) <ul style="list-style-type: none"> • Increased efficiency of communication • Lower costs of internet use • Will encourage ISPs to work together in other areas • Will enhance technical skills in the country • Other (please specify) 	Count frequency of reasons (coded into spreadsheet). Make a separate list of “Other” reasons – in a file for projection or on whiteboard.
4. If no, why not? (tick all that apply) <ul style="list-style-type: none"> • Too little Internet activity to make it worthwhile • Will harm existing transit providers • ISPs won't work together • Other (please specify) 	Count frequency of reasons (coded into spreadsheet). Make a separate list of “Other” reasons – in a file for projection or on whiteboard.
5. Apart from the ISPs themselves, what stakeholders would need to be involved?	Prepare consolidated list – in a file for projection or on the whiteboard.
6. Make a tick mark against those stakeholders you have listed that might oppose an IXP.	Highlight in file or on whiteboard.
7. Can you think of any legal or regulatory obstacles there might be to the establishment of an IXP?	Count yes answers (coded into spreadsheet).
8. If yes, please list them.	Prepare consolidated list – in a file for projection or on the whiteboard.
9. Who do you think would be the best person / organisation to champion the creation of an IXP?	Prepare consolidated list – in a file for projection or on the whiteboard.

Use the whiteboard or a projected file to display these results – whichever best suits the circumstances and your own preferences. (Remember to keep a record of all results to forward to AFIX-TF!)

The presentation of results should take no more than 15 minutes. Participants may want to discuss each question as the results are presented – there is no real problem with this and it is up to the trainer to decide how to run the session, but if it happens keep a close watch to ensure there is enough time left for the final questions.

1. Depending on the results of the survey, lead discussion on the following issues:
 - Is there a consensus on whether an ISP would be of benefit? If yes, move on to discuss reasons; if not, open for discussion & encourage participants to argue their case -- can one camp persuade the other?
 - Discuss reasons why an IXP would / would not be of benefit. This is unlikely to take long unless there is disagreement. Make sure participants have enough time to consider the list of "Other" reasons; check whether they want to add anything.
 - Discuss the list of stakeholders, with special reference to those who would probably oppose an IXP. Assuming participants have already agreed they want an IXP, concentrate on the following issues:
 - Rank stakeholders in order of importance (ability to stall the process).
 - What is the most appropriate and effective way to consult and enlist those stakeholders who are likely to be supportive?
 - For those likely to oppose, if any:
 - What would motivate each stakeholder's opposition?
 - What are the chances of them changing their minds?
 - What argument, if any, can be made to change their mind?
 - Who are the key individuals connected to each stakeholder? Would it be useful to approach any of these directly? If yes, what are their contact details?
 - Does anybody else have influence over this stakeholder? Could this person or organisation be persuaded to support the IXP?
 - If the opposing stakeholder is not likely to change their mind, how much of a problem will their opposition be? If we have to, how can we work around it?
 - Discuss the list of regulatory or other obstacles. Concentrate on the following:
 - Rank obstacles in order of importance.
 - Who, if anybody, has it in their power to remove this obstacle?
 - Is that person/organisation likely to support the idea of an IXP? If yes, how might an approach be made?
 - Are there any other ways to remove this obstacle, eg through normal review processes?
 - If there's nothing that can be done, can we work around the obstacle? How?
 - Discuss the list of proposed champions.
 - Are there any additions?
 - If anybody on the list is present, are they willing to take up this role?
 - If nobody is present, who is the preferred champion of all the participants? Who will approach this person and how?
 - Finally, agree on actions for the way forward and who is to be responsible for them.